

NO WAITING!

*How to Get What You Want,
When You Want It*

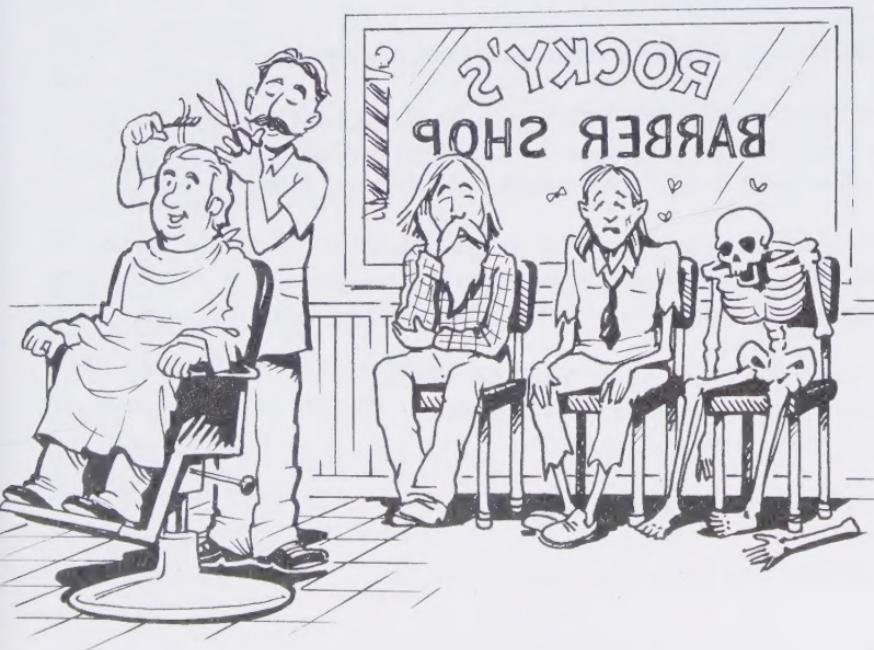


Andy Kane

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*How to Get What You Want,
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Paladin Press • Boulder, Colorado

Also by Andy Kane:

Care & Feeding of Tenants

Tenant's Revenge: How to Tame Your Landlord

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by Andy Kane

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Preface

NO WAITING!

Lines, traffic jams, doctors' offices, the barber shop, auto shop, auto service centers—have you ever looked forward to these places? I doubt it. In some metropolitan areas you can find stand-in-line services for a few bucks, but most of us must stand in line ourselves for such things as new license plates or theater tickets. Time in lines is wasted time, unproductive time, time away from enjoyable, productive time.

If you are a person who never does anything or goes anywhere and thinks that slouching in front of the tube each night is an exciting evening, you may not get much out of this book. However if you believe in enjoying life to the fullest, as God intended, read on . . .

PATIENCE IS A VIRTUE

How many times have you heard this old axiom? It is usually spoken to you by some incompetent person who takes an hour to do a five-minute job and expects this statement to pacify you. Keep in mind your time is *your* time to do what you want with and most people do not *want* to wait for anything.

INSTANT GRATIFICATION

This is usually applied to people who like to have everything *now*. So what is wrong with that? Let's say you want a new red Dodge pickup truck. You think about it for a month or so. Every time you see a new red Dodge pickup on the highway, your gut churns a little. Every Dodge dealer you drive by has a new red Dodge pickup on display at the front of his lot. You slow down and salivate a little every day. After 8 weeks, you waltz into the Dodge dealer, plunk down the deposit and order your new red Dodge pickup. The dealer says all the new red Dodge pickups on the lot are sold, but he will have yours in about 2 weeks!

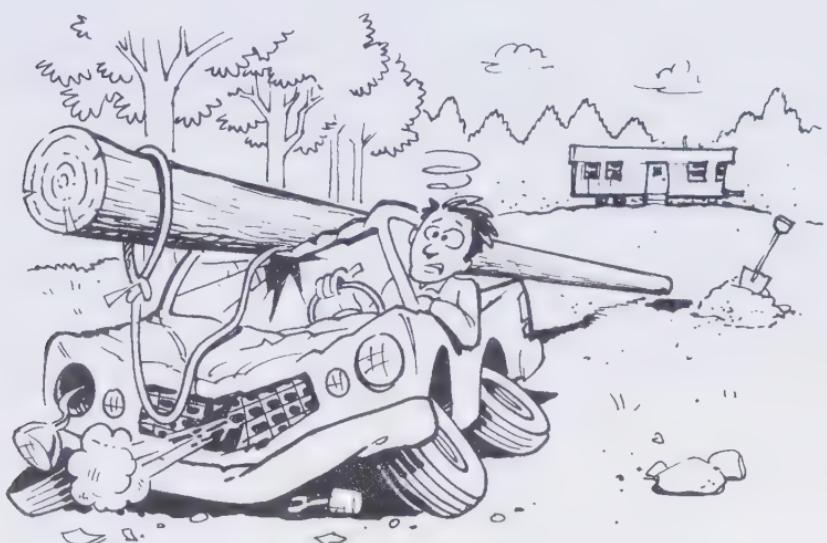
What's the moral of this story? You knew from the get-go that you were going to get a new red Dodge pickup, but by waiting, you deprived yourself of the use, pleasure, and status this new red Dodge pickup would bring for a total of 10 weeks! *Instant gratification is not bad!* If you can swing it without filing for bankruptcy, get what you want right now!

THE TELEPHONE POLE SAGA

I know of a guy named Marty who bought a piece of property *near* a waterway for a summer retreat. He put a small trailer on it and called the power company to have electricity brought in to his trailer. The land was cheap because it was *near* the waterway, not on it. He had to walk down the road to actually get his feet wet at a public beach. Due to the fact that his little piece of earth was somewhat remote from the more expensive lakefront lots, it would be necessary for the power company to install a pole between his trailer and the road. Cost: \$100. Marty decided that was too much, so he bought a few kerosene lamps for temporary lighting and began looking for his own pole.

After a brief search, a pole was found at a phone company surplus sale. He placed this pole on his boat trailer and had his wife drive behind him for the 125-mile trip from the phone company lot to his *near-the-lake* abode.

After a few back-breaking hours, he had a hole dug for this pole. He placed the butt of the pole against the edge of the hole and tied a rope to his car, figuring he could pull the pole upright and it would drop in the hole. Well, it seemed like a good idea until the pole didn't drop into the hole, but continued to the upright position and then crashed down on top of his car!



Enough is enough! He contacted a nearby farmer who lifted the pole and dropped it in the hole with his tractor. Cost: \$25. He then called the power company and said, "Hook me up!" They arrived several days later, took one look at the pole and said, "No way can we put our wires on this pole. It's got dry rot." (Obviously the reason it was surplus at the phone company!) He finally called the power company and said, "You win! Put your pole in and I'll pay the damn 100 bucks!" The representative on the other end said, "100 bucks? . . . That's what we charged last year. It's \$150 now!"

By not seeking instant gratification, Marty deprived himself of electricity for a year; wasted his time dragging a pole 125 miles; wrecked his car; paid the farmer \$25; dug a hole, and

ended up paying 50 bucks more for his hook-up than he would have if he had done it right away. Go for instant gratification whenever you can!

THE LONG RUN

Let's say you live to be 75 years old. That's about 675,000 hours from cradle to grave. You will probably sleep about 200,000 hours. That's 475,000 hours left to earn a living and enjoy life. If you work from 18 through 65, that will take about 94,000 hours away from your fun time, leaving you just about 380,000 hours to get your jollies.

That may sound like a lot of time, but it averages only about 5,000 hours per year. If you are reading this book, you are probably over the age of 18 and at 18 years old, you have already used up at least 90,000 good-time hours! Sit down with a pen and paper and jot down all the exciting, enjoyable things you have accomplished to date. Pretty discouraging, isn't it?

DON'T DESPAIR

Put the gun back in the drawer, shut the motor off in the car and open the garage door, untie that rope from the rafter in the attic. This book is going to show you how to maximize the many thousand hours of time you have left in the big hourglass.

A TIME STUDY

To increase efficiency and profit, industry has used "time study" for more than one hundred years. An example is a production-line worker's output.

An assembly line employee is paid by an hourly wage plus a bonus for each piece over a set amount. This set amount is determined by how many carburetors pass by on the assembly line. Let's say that number is 70/hr. You put 2 screws in each one. As you do this mindless task a few thousand hours, you become

more dexterous. Maybe you do it with both hands, keep some in your mouth and spit feed them to your flying hands. You can now do 80/hr and take time off for a smoke or coffee.

About 20 feet away is a large post that holds up the roof. This is the hiding place for the “time-study man.” He secretly watches you for 3 days. He puts a stop watch on your skillful work and a couple of weeks later the company raises the bench mark from 70/hr to 79/hr!

This is how a company maximizes their employees’ time to get the most for their money. This has worked in industry for years and this should be your model for the rest of your life.

YOU ONLY GO AROUND ONCE

In the words of my good friend and philosopher, O.D. Eisenhart, “You’re not here for a long time, just for a good time.” Use all your time to the best advantage. This book will show you how to:

- create extra time
- plan your day to produce the best results
- double up your chores to produce spare time
- “bank” time for future use
- delegate to kids, family, friends, strangers

Read on and enjoy the rest of your life.

Extending Your Life Span

Only the big guy upstairs can do that, so they say. But I believe that by reducing stress in your life by planning your moves and events, you can actually prevent heart attacks, strokes, and other illnesses.

When you plan several hours, days, or months ahead, you eliminate the last-minute rushes and urgency that raise your blood pressure. By controlling events instead of events controlling you, stress is removed. I believe this can add years to your life! Plan ahead.

As you plan ahead, try *never* to plan one event at a time. If you are planning a trip to visit your mommy-in-law, find some other attraction in that city that you can visit at the same time. Maybe a major-league sporting event or a theme park. This will do two things. Your four-hour ride will be twice as productive because your mommy-in-law visit (bad vibes!) will be coupled with the sporting event or Wally World visit (good vibes!). And the good-vibes portion of the trip will be on your mind, thus reducing stress.

I personally *never* leave my office unless I have at least 2 or 3 purposes to my trip. I combine a visit to the post office with a bank deposit and property inspection. This frees up the time—possibly

hours—that would be spent on three special trips. I accomplish the tasks in just one 45-minute journey—a savings of about an hour and 15 minutes. This adds up each day and I use this time for pleasure or to accomplish other work-related events.

This procedure of piggybacking tasks to accomplish more in a day is why many CEOs are successful. There is an old saying, “If you want something done, give it to a busy man.” This is very true. The busy man uses a system such as piggybacking tasks and this is why he is a valuable asset to any company. If you give your job to someone who is just sitting around, he will probably just keep sitting around. That is what unproductive people do best. The busy man will do it now! He wants to put it behind him and move on to the next task.

You will also notice the busy man does not appear under stress, because he gets the job out of the way pronto. Stress is not part of his life and he doesn’t have time for it. He probably does not have time to be sick either, so he’s healthy! Minnesota governor and former Navy SEAL Jesse Ventura wrote a book called *I Don’t Have Time to Bleed*. That title sums up what I’m saying in just six words.

Don't Think Twice

First of all, thinking twice wastes time! I have done it many times and guess what happened? When I thought a problem to death, I did the wrong thing. If I had done what my first thought indicated, I would not own any bad stock, vacant property, or have had any girlfriends that were not 10s.

A friend of mine named Robin had a boyfriend who thought over every little thing for hours or weeks. I called the guy "Mr. What If." If someone made an offer on one of Robin's properties, he would immediately say, "What if he doesn't pay?"; "What if he lets the insurance lapse?"; "What if the taxes are not paid?"; "What if . . .?" He drove me nuts and killed a lot of good deals for Robin. I think he drove her nuts, too. (She eventually ditched him.)

I don't know the reason, but your brain must have a good computer. When you analyze any problem, the first conclusion is usually the right choice. Go with your first idea in the future. See what happens. I think you will agree that 99 percent of the time your first idea or impression is the correct one.

I'm in the real estate business and present sellers with offers all the time. Some are less than the asking price and many sellers

turn down this offer and say, “It’s the first offer we’ve had. Let’s wait for a better one or counter for \$X.”

Most people who counter or reject the first offer never see that buyer again! Some never sell their shacks. I do everything I can to get them to accept the first offer because I am aware that it may be the only offer. I tell them, “If you bought one lottery ticket and it was the first time you ever played the lottery and that ticket was the big winner, would you turn down the 5 million because it was the first ticket you bought?” Of course not!

So take the offer. Don’t think about deals after the first thought. Go to it. Save time and put that time to a more productive use!

Banking Spare Time for Future Use

When you have loose change in your jeans, you throw it in a jar, drawer, or spittoon for future use. Would you believe you can do the same thing with spare time? You don't even need a jar. The way to bank spare time is when you find yourself with an hour or so to kill, do something that will give you free time to use productively later. Here are some examples of how to bank time.

CHRISTMAS CARDS

You don't have to wait until December to sit down and do the holiday greetings. You can do them on the Fourth of July if you have some spare time.

GIFT SHOPPING

One of the best ways to bank the time you would ordinarily waste on shopping for gifts for employees, family, and friends is to have someone else do it! If that fails keep a list of "what and who" in your billfold and when you are in a store for another reason, pick up the gift items at the same time.

Another excellent way to save time getting gifts is get a



supply of “one-size-fits-all” items. Some of these include: liquor, fruit baskets, self-help books (such as this one!), or cold hard cash (definitely a one-size-fits-all!). *Never* give anyone a fruit cake. I have found liquor and money are always appreciated, and both are easy to acquire without spending time in a mall. Consider delivery instead of doing it yourself for additional time savings.

INCOME TAX

Throughout the year, throw your receipts for deductible items in an envelope marked for each category. Near the end of the year, when you have some spare time, add the receipts so you have most of your totals at hand before April 15th. Keep in mind that if you are busy and have pleasurable things to do, the tax deadline can be put off by simply filing an extension.

Banking spare time is an excellent way to create time that may be used more productively later.

Voting

You've probably heard the old politician's line, "Vote early and often!" My method saves you plenty of time, and you don't have to drive to the polling booth, wait in line to pull the lever, or lose time from work or pleasure.

Let's say you really love candidate "A" and want to see him or her elected. Here is the easy way to vote: simply find a person equally enthused over candidate "B" and make a deal with him to stay home! By both of you not voting, you save time and gas, and the outcome will be *exactly the same* as if you both voted! If this does not appeal to you, and your patriotic urge is uncontrollable, just go early when the polls open and avoid the crowd.

Fast Pizza

Thirty minutes or less is the national average for getting a pizza from a fast-food restaurant. I'm going to show you how to get your grubby hands on a luscious, hot pizza in *30 seconds* or less. This works best during the busy time in the pizza parlor, but you do have to pick it up yourself.

I noticed that after I had a few pitchers of suds and was weaving my way home, I usually developed a hunger for a pizza. I would stop in a pizza parlor and order my favorite. The pimply-faced teenybopper who took my order would say, "About a half-hour, sir," and I would sit on a hard bench in the corner watching those people who had the foresight to call in their order come in and say "Carpenter," "Mosley," "Smith," "Ryan," etc. The pizzas were always on top of the oven to stay warm, with the customer's name written on them so the counter kid could tell them apart. These names were also visible to anyone who walked up to the counter. The prices were marked on them, and by comparing the price on the box to the price on the big menu posted on the wall, you could pretty well determine what style pizza was in the box.

The next time I'd had a beer or two and was heading for the happy home and the pizza cravings hit me, I stopped in at the

first pizza emporium I saw and walked up to the counter, pointed over the counter kid's shoulder, and said "Dumbrowski!" He rang up \$7.95 and I was in and out in 20 seconds!

Some drawbacks are: Dumbrowski is standing there behind you. He yells, "Crook!" You say, "Is your name Dumbrowski, too? Maybe we're related. Is your family from Warsaw?" Or you can just run with the pizza.

Another drawback is Dumbrowski might order a pizza every night and the counter kid could know him. You say you're new to the area and you thought your wife had called in your order and, by gosh, your name is Dumbrowski, too! Enjoy . . .

Transportation

PARKING

Americans are a spoiled bunch. While many people starve to death in other countries, it is said that the No. 1 worry of most Americans is how to lose 10 pounds! What's the second worry? Think of the TV news shots that show hordes of people in foreign lands with all their possessions on their backs, barefoot, crossing hot deserts, or even riding on the bumpers and roofs of buses. Now visualize our fat, happy American driving in his air-conditioned, luxury car into the city. What's his big worry? Will he find a parking spot! That's the No. 2 worry in America. Nice country we live in!

Now let's talk about parking. First, never use valet parking in a big city. Some thieves will dress like the valet and drive your car right to the chop shop or boat dock for shipment to some Third World country.

If you are going to be in big cities on a regular basis, there are a couple of tricks you can use to gain privileged spots.

Handicapped Parking

Stickers are available, or if your locale requires a tag to hang

from the rear view mirror, go to your doctor and insist you have “shortness of breath” when you walk more than 25 feet. It may cost you the price of a check-up, but you will get the necessary handicapped permit.

Magnetic Signs

These signs can be ordered from any sign shop. They stick on the side of your vehicle and can be easily removed. Use a name that won’t get you in trouble with the law. Some good ones are delivery-type, such as “Ace Delivery” or “Rapid Package Delivery.” Inspector signs work well also, such as, “Fire Inspector” or “Building Inspector.” Do not use official titles such as, “City Fire Inspector” or “Fire Chief,” because you may gain an impersonating-an-officer type charge along with your preferred parking spot.

Clergy

God helps those who help themselves to good parking spaces. Placards that identify you as a member of the clergy can be purchased at religious supply stores, or you can make an official-looking card on your home computer. Just place it on your dashboard and park where you please—a cop is unlikely to ticket a holy man on a mission of mercy!

TICKETS

You are bound to get parking tickets from time to time, as most professional scofflaws do. A good way to have these tickets end up in computer limbo is for the meter maid to put the wrong license plate number on the ticket.

I had a friend who used a clever method to cause the meter maid to screw up. His license number was PM-5415. Using a piece of tape the same color as the numbers and letters, he converted the “P” to an “R.” If he ever got caught, he would simply say someone must have done it as a joke.

MASS TRANSIT/CABS

Parking may be avoided altogether by using alternate transportation, which may even reduce your travel time by a considerable amount. Time your route from point A to point B by car. Then record the time it takes by public transportation or cab. You may be able to get there quicker, plus eliminate gas stops, parking, and auto maintenance.

BUT YOU CAN CALL ME, “R”

Just an added tip . . . Do you want to save the expense of getting a personalized license plate? What is your present tag number? Let's use this for an example, “RV 2102.” Just change your name to, “RV 2102”!

Barber Shop

You enter the barber shop and find 11 shaggy-haired hippies who are returning to the real world today, and they are all ahead of you. By the time these guys are shorn, you will be eligible for Social Security. Here's the deal:



Ask who's next. When that person says he is, you tell him your story . . . "Could I *please* take your place? My mother (son, wife, daughter) was killed yesterday and she's being buried at 10 A.M. I've only got a half hour to get to the funeral parlor."

Who could say no? I have used this a few times and one barber even cut my hair for free because he felt sorry for me.

If you get your ears lowered every two weeks and average a half-hour wait each time, this little act should save you about 12 or 13 hours each year.

One tip: Use a different barber shop each time, or you might find yourself minus an ear!

Bank Lines

One of my pet peeves has always been bank lines. While it is nice to use the electronic teller machines (I wish each morning they would spray a shot of cheap cologne on them so they smelled like real people!), a good share of transactions involve things that require the human contact with a teller. This will usually involve a line that stretches across the lobby.

I have often thought of carrying a ski mask in my briefcase so if I saw the bank lobby packed with little old ladies cashing their Social Security checks, I could simply don the mask—then, after everybody had run from the bank, take it off and walk up to the teller. But I think this could attract a gun-toting guard or two, so it may not be a good idea.

Here are some of my ideas to save time banking:

SMALL BANKS

Buy a pizza and give it to one of the “floor people.” These are the employees at the desks, out among the customers. Develop a friendship with one by chatting each visit. Something as simple as, “Hi, how’re the kids?” can go a long way. Next time you are in a hurry to do some banking and the line is long, just

pop over to your “friend’s” desk and ask him if he could take care of the transaction for you. These folks can do anything a teller can, and they will.

BIGGER BANKS

The floor people in bigger banks are rotated more often, so they are not as easy to cultivate into errand boys. This is how I have handled some of the bigger banks: There may be a “commercial” window set aside for the small business people who need change or are depositing receipts from today’s lunch business, etc. Check and see if their window usually has a line, or is usually available. If it looks like the fast line for this bank, simply open up a “business account.” If you are just an 8-5 factory fella, no problem—just spend 5 bucks and register a business name with the county clerk’s office. If your name is Joe Smith, add “Enterprises,” or “Promotions,” or “and Associates.” You can use this account for anything and it will actually be more impressive!

If by some chance the commercial line is longer than the one for the general public, just use the shorter line. Estimated annual savings: 10 hours.

Note: Your actual time in banks should be to do only those essential things that cannot be easily done by direct deposit, automatic withdrawal, personal computer, or other time-saving technique. The techniques are there to save you time and all should be taken advantage of.

Vacation Post Cards

Everyone looks forward to his two-week sabbatical in the Virgin Islands each year, complete with the tropical drinks, tropical winds, tropical ladies, and tropical post cards to the guys back in Zinnisota stuck shoveling the driveway. Why do people spend several hours of valuable vacation time cramped up in motel rooms penning, "Having a nice time, weather is great!" to Aunt Minnie, Bob, the guys on the bowling team, and even their barbers and the pump jockey at the Quick Fill? It's not because they like these folks. It's because they want to flaunt their good fortune of laying around the pool at the clothes-optional resort while the post card recipients are back up north with goose bumps on their goose bumps.

Most people go to the same resort each year, so try this time-saver. This year, grab a handful of the promotional post cards at the front desk of the Sunny Buns Nudist Resort when you check in. Put these in your duffel bag and take them home. Have your wife, secretary, or girlfriend type up or computer-generate a mailing list with the gummed stickers for the addresses. At the same time, have a rubber stamp made that says:

SANDY HOOK, N.J.
FOR COMPLETE INFORMATION
ON NUDE OR CLOTHING OPTIONAL
RESORTS, VACATIONS, OR CRUISES
SEND \$5 TO:

HACIENDA CORP.
1942 E. MAIN STREET
ROCHESTER, NY 14609

HAVING A NICE TIME
ANDY & EVIE

RUBBER
STAMP

POST CARD
ADDRESS

Michael Bracci
929 Shirley Dr.
Roch, NY 14616

STICK
ON
LABEL

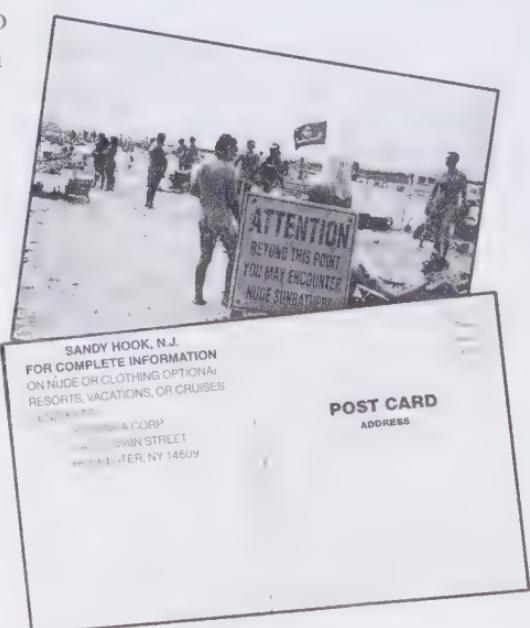
(If your name is not Andy and your wife is not Evie, change the names to yours.) Now run off a bunch of address labels, stick them on the free cards, lick some postage and put a

rubber band around these "personalized" post cards. You do the "licking and sticking" at home during the commercials of *Monday Night Football*, so you are converting otherwise unproductive time into productive time.

Your only effort required when vacation time rolls around again will be to drop the cards in the mail box. I have done this for many years and my friends always say before I leave for sunny Florida, "I'll be watching for my computer-generated post card!"

Savings: Two to three hours per vacation actual, but I have always savored my vacation time at a greater rate, so you can count up five to six hours for this little tip.

Hint: Do you have a business you wish to advertise or promote? I do. It is not expensive to have post cards printed advertising your business. Instead of using the promotional post



cards from a resort, I have 2,000 or so printed up myself. Why so many? The ones I don't use, I give to other vacationers and they send them to their friends. This way my business gets free advertising throughout the country and the other vacationers pay the postage!

Special Accommodations

Create a business that enhances your hobbies. Let's say you enjoy clothing-optional resorts. Create a company called Nude Vacations. Maybe even create a Web site. Prepare a list of resorts with the phone number for reservations. Add information regarding the resorts: nice bar, lovely view, and so on.

Ask the resorts to send you information packets that you will include with your mailings and charge each of them \$10. You now have a business that will make your travel to these destinations tax deductible.

When you call these resorts for information, say, "This is (your name), marketing director for Nude Vacations,



NUDE VACATIONS, U.S.A.

FOR COMPLETE INFO ON NUDE AND
CLOTHING OPTIONAL
RESORTS AND CRUISES

SEND \$10 TO HACIENDA CORP, SUITE 301,
1942 E. MAIN ST., ROCHESTER, N.Y. 14609

and I would like to make reservations for July 1st through the 10th." You will immediately be given the *best* room for the lowest price, or even comp! When you arrive, you will be greeted

like a king and your service will be superior. This will save you time and money, and you will get the best of everything. Keep track of all your expenses and income and file a return for this business.

If your hobby is golf, call your company "Golf Pros of North America." Auto racing? Try "Oval Track Historians." Baseball? Call it "Hall of Fame Historians." I'm sure you get the idea. When you call and say, "This is (your name), president of (whatever)," you will get the best tee time or seat. No long lines or poor service. Does it work? You bet it does—I have done it for 15 years.

Dates

(A Multiple-Choice Question)

If you are single (or married and screwing around), you probably date a member of the opposite sex on Friday and Saturday nights. If you look carefully at your calendar, you will notice each week has only *one* Friday night and *one* Saturday night, totaling only 52 each per year.

I'm going to show you how to *double* your Friday/Saturday night date potential.

Let's say you are going to take out a new acquaintance, possibly one you arranged over the phone, sight unseen, or a blind date supplied by a dating service. Keep in mind that most desirable people will already have a date for Friday or Saturday, since they are popular, and this may reduce the field to those who are obese, retarded, or miserable. And your date may not be Miss America. What do you do when you meet and this pleasant-sounding lass you talked to on the phone is actually a semi-retired lady wrestler with wrists bigger than your legs? Most people would just say, "What the heck! It's just one night!" then make the best of a bad situation. *Wrong.*

This is how to plan your precious night: Make the date with your possible lady wrestler for 7:30 P.M. Do not mention anything but "having dinner at 7:30." If she turns out not to be

what you expected, you can run her through the drive-up window at the golden arches and have her back to her hovel by 8:15.

Now, what do you do? It's OK, because you have planned ahead and made another date for 9 P.M., telling date #2 you couldn't meet her earlier because you had to work late. This will also lay the groundwork in case the 7:30 person turns out to be a knockout.

If this early date puts your blood pressure in the high numbers, just call the 9 P.M. from a pay phone and apologize for breaking the date.

Mention that the overtime is going to take longer than anticipated and you don't want to ruin her evening by having her wait around until you get out of work.



Find a quiet pay phone so she does not hear the band in the background. To save some more time as you beg off of this 9 P.M. date, set one up for the following weekend.

By using the multiple-choice technique each weekend, you have the potential to present your pleasing, handsome self to 208 dates instead of a mere 104.

Hint: If possible, set up the best sounding or most appealing subjects for the early dates, so if they work out, you will get maximum enjoyment.

This date procedure, depending on the early uglies, could possibly save 50 to 100 hours annually. This works equally well for male or female daters.

Kid's Driver's License #1

This may seem a little complicated, but it's worth the effort. Every parent who has had a teenager get his license, borrow the new car, and stay out until 2 A.M. has gone through the anguish of looking out the front window for three hours, waiting for the errant youth to arrive home with all the fenders still attached. When he told you he would be home by eleven, you carefully explained that eleven is when the little hand is on the "11" and the big hand is on the "12" and that is when the car should be in the driveway! He seemed to understand, but now it's 1:45 A.M. and still no car.

I can't completely eliminate this trauma, but I can show you a way to delay it for a year! That's 365 days of not having your kid burning up your gas and tires and causing ulcers.

When the kid is born and they give you the pedigree document (birth certificate), take it and make a copy of it. Keep the original in a safe place and carefully change the date of birth on the copy to the following year. When the kid is two years old, have a nice extravagant birthday party and stick a big number one on the cake. If any of the relatives mention his size for being only one year old, tell them he takes steroids, works out, or eats a lot.



Now when this kid gets to the magic year of 16, he will think he is only 15 and will wait one more year to get his permit. If the kid is average, that means he will be borrowing the jalopy two nights a week minimum and staying out two to three hours longer than you allow each night. This birth certificate trick should save you about 200 or more hours each year in lost sleep.

Kid's Driver's License #2

It's too late to use my #1 plan. Junior's already got his license and you are hitchhiking around because the car is out of gas or in Junior's possession more than yours. You have noticed that every time you see your car, it's occupied by seven or eight kids and their paraphernalia, and traveling at high speed toward the beach.



Here is the trick: When he is sleeping (yes, sometimes they really do sleep), quietly sneak into his wallet and take out the driver's license. Go to the nearest biker bar and find a biker who resembles your son. Tell him you will give him 20 bucks for each ticket he can get with this license in the next two hours.

I'm sure he can get you an assortment of tickets for speeding, running red lights and stop signs, hit and runs, and maybe even squashing an old lady or two for good measure. These violations should cause the motor vehicle department to revoke your kid's license for some time. Your lost sleep time saved should be equal to that of plan #1 and you will get exclusive use of your car as a bonus.



One-Hour Film Developing

First of all, it does not take an hour to process and print your film. If they start on it as soon as you hand it to them, they can get it done in half that time. Why would they want to rush your prints? Curiosity, that's why. I have used this trick when I want them to do my prints while I grab a burger next door.

If there has been a horrific fire, a gruesome murder, a local flood, disaster, or plane crash, just mention that you have shots of the big event and you want to get them to the paper before the deadline, which is in 45 minutes.

Another method, when the operator is a male, is to mention that this roll is of the Miss Nude World contest. If it's a female operator, mention that it is of the *Mr. Nude* world contest. They will usually suggest that you have a cup of coffee and wait while they do your order *right away*. When they print your roll and find out that it's pictures of your grandmother's 81st birthday, just act surprised and say you must have mixed up the rolls.

If you take a lot of photos, this will reduce the return trips to the processor and give you access to your pictures in about half the normal time. This could save you 20 hours a year if you take a few rolls of all your adventures!

Heating/Air Conditioning Repairs

Your furnace goes bonkers on the coldest day of the year and ice forms in the goldfish bowl and toilet. The cat is trying to get into the refrigerator to get warm. If you call the heating contractor right now, you will probably have a six-hour wait because there must be a hundred or so others who have the same problem due to the weather. What do you do?

Call the heating company and say, "This is Battalion Chief



Roberts and I'm at 110 Nice Street. The occupant here is paraplegic and confined to a chair in the living room. The furnace is out and the occupant is close to hypothermia. Can you get someone right over here, or will I have to have my paramedics take him to the hospital to get warm?" You should have a repairman there in 10 to 15 minutes. Before he arrives, get your checkbook out and lay it on the table with a pen, wrap yourself up in some blankets and drop into a chair.

After they have fixed the furnace, ask them to write the check and put a pen in your mouth so you can sign the check. Say, "God bless you for coming so quick." The same technique, minus the blankets, can be used for air-conditioning repairs when the heat rivals that of hell.

Alterations/Tailoring

Unless the tailor is making you a whole new suit, he does not need a week to do your alterations. But whenever you go in to have a button sewn or a cuff shortened, he says, "Pick it up Thursday." This means you will have to come back again, park, walk and wait.

You can save a trip if you get him to do it *right now*. Mention that you need this garment *today*. Offer a buck or two extra if he can stitch it up while you wait. Tell him you have an appointment with your parole officer and you want to look your best. You may also mention that you were in the clink because of your violent behavior. Twitch a little and crunch your face up as you say this. He will get the idea that you mean business.

The 10-minute wait will be well spent because it will save the time of a return trip and you get to wear the garment now, not next Thursday. If you use a tailor for alterations three or four times a year, the time saving will mount up quickly.

Amusement Parks

You save up all year long for the big one. You transfer one of last year's vacation weeks to this year so you can get a longer period of time at Wally World and the kids (grandkids, wife, and in-laws) will be able to see all the remarkable exhibits and shows. After you pay the king's ransom to get through the gate, you find a 2-hour long wait to see "Minnie the Schmoo." All the other attractions have a similar line or longer. That means that for the \$299.95 you forked over to get in today, you will see only four attractions!

There are a couple of ways to cram a lot of attractions in without the long waits, but the one I use the most is to go to the head of the line and look for a wimp. You know the kind—glasses, about 5'2," 105 pounds. You walk up to him smiling all the way, stick your hand out and shake his, all the time looking him right in the eye. You say quietly, "Brother, bless you! I'm Father Bob from Boy's Town and I'm taking these children through today. Our bus leaves in a half hour. The Lord would look kindly on you if we could get in ahead of you."

The reason you do this quietly is so the geeks behind the wimp don't know what you are up to. They will probably think that the wimp is a family member who was holding your place in line. The reason you pick a wimp and not a gorilla is that if the wimp refuses to let you in, you can intimidate him by offering to rearrange his nose.

On an average day at an amusement park or fair, this procedure will usually eliminate 6 or 7 hours of waiting and enable you to see most of the major attractions or rides.



Hospital Emergency Rooms

A while back, I made a startling discovery. I had fallen at an amusement park while engaged in a weekend drinking bout. Although I had a broken arm, my ribs hurt more than anything else, so I did not notice the broken arm. After my rib cage turned green, I decided I should seek medical attention, so I proceeded to the nearest hospital emergency room.

It was late Saturday night/early Sunday morning, and the waiting room was full of derelicts with knife wounds, gunshot victims, hookers with broken limbs, and drunks who had crashed their flivvers into poles—the usual big city Saturday night remnants.

I proceeded to the counter expecting to be given number 406 and told to take a seat. The haggard nurse asked, “What’s the problem?” I pointed and gestured toward my left, upper rib cage. Low and behold, 60 seconds later, I was on the examining table! They assumed a heart attack. I had gotten instant attention—no 4- or 5-hour wait! After they examined me and discovered that my complaint was ribs and not a malfunctioning ticker, I added that my arm was also bothering me. The arm was set and put in a cast and as I left through the waiting room, I saw the same gang still waiting.



My next trip to an emergency room was several months later for a badly twisted ankle, which I thought may have been broken. Again, the same scene as I entered. Busted up humanity, wall-to-wall walking wounded. I approached the counter and mentioned in gasping breaths that I had a "pain in my chest." Whammo! Same treatment. I was whisked in a room in 30 seconds, electric wires were slapped on my chest and I was hooked up to a little machine with pointers moving up and down. The technician asked when the pain started. I told him it started when I twisted my ankle. The electrocardiogram proved OK and they treated my ankle. I was out in 15 minutes!

Every emergency room will take the chest-grabbers first. Give it a try. You will have to endure an EKG or two, but it can't hurt you and you should have your pump checked every 50,000 miles or so anyway. It's a great way to bypass the waiting room!

Doctor/Dentist

How many times have you arrived at the doctor's or dentist's office at 2 P.M. (your appointment time) and found a full waiting room? Many practitioners book 4 to 10 patients per hour to be sure of maximum profit. They end up seeing some who take more than the allotted 3 1/2 minutes, one that needs some extra



evaluation, a few who have the audacity to ask a few questions, and after the first hour, they are running 25 minutes behind. This goes on all day and the people who have the last appointment suffer the longest wait.

This waiting problem is the easiest of all to resolve, no tricks, no faking a stroke or heart attack. You simply ask when the doctor gets in and book the very first appointment. Unless someone stayed all night from the previous day's surplus, there cannot be anyone ahead of you. The only drawback to being the first victim is the doctor's hands may still be cold or he may not have sobered up yet.

New Car Delivery

When you purchase a new car, the salesman runs back and forth getting signatures from the “boss,” the finance company, you, and your co-signer. He *runs* all over the showroom and the entire dealership to get your contract OK’ed. When it’s all signed, he collapses in his easy chair and says, “You can pick it up next Wednesday at 5 P.M. Be sure and call first in case it’s not done yet.” Now this car was built from little pieces at the factory in 38 1/2 minutes! How could it possibly take six days to wash it, wax it, and put the hub caps on?

If I am negotiating the purchase of a new car, I tell them before I talk turkey that I want delivery of this car by 3 P.M. *today!* If they can’t handle this, I’ll go somewhere else. When they tell you, “No problem,” and present a document with the price, terms, and options, write in big letters on it, “Null and void if vehicle is not delivered by 3 P.M.” Underline it three times and point the salesman’s nose right to your conditions. I have driven most of my new vehicles out at 3 P.M.!

Many times the dealer had three or four mechanics switching the radio from another model, jacking it up, and switching the brand of tires and other options that I requested right on the showroom floor! This dealer wants to sell cars and once he

knows you mean business, he will cater to your request. The very nature of the car business is to accommodate unreasonable buyers like you and they will be happy to do it.

Sporting Event Exits

The auto race (ballgame, boxing match, etc.) is over and 100,000 people jump in their cars and try to head home. Have you ever noticed that auto race tracks and stadiums are usually served by one or two 30-foot wide, 2-lane roads? When these events let out, it's instant gridlock. If you are on a southbound road, the northbound (incoming) will be vacant, while the



southbound lane will be bumper to bumper. I have found that most God-fearing, sensible individuals will never drive toward a race track or stadium when they know an event is about to disperse. This means that the left hand lane is clear sailing. Pull out and hit the gas! As soon as you do, the drivers behind you will get the idea and do the same thing.

If, at the next intersection, you encounter a cop who wonders why you are driving on the wrong side of the road, simply tell him, "The officer back there (point over your shoulder) told me to!" He will wave you on your way.

If you use this technique after each game or race, you will save several hours each year. Before I learned this trick, I once spent four hours going one mile after the Daytona 500. During that race, the winner went *500 miles* in 2 1/2 hours!

This little trick should save you three to four hours each year if you don't have a head-on collision. See you at the races!

Grocery Stores

I'm sure you have wandered through the checkout section many times looking for the shortest line, only to find out once you got into it that you were behind a lady with 850 coupons and a retarded cashier who was counting on her fingers and toes.



What's the answer? Most stores have an express line for shoppers with only a few items. These lines are usually marked by signs indicating "10 items only," or "15 items only." You say you usually have 39 items? So do I.

The trick is to memorize this magic phrase: "Folte numisir vitoik nusca." You get to the express lane and start unloading your ton of groceries on the conveyor belt. When the cashier says, "I'm sorry, sir. This lane is for just 10 items," you smile, nod your head and say, "Folte numisir vitoik nusca," and keep loading your groceries on the conveyor.

If the cashier says anything else, repeat, "Folte numisir vitoik nusca" over and this time point to your watch. The cashier will assume you are from a foreign country and do not understand English. She will have no choice but to ring up your order and speed you happily on your way.

I have never had any problems getting my grocery order filled in rapid time. I would estimate the time I save over a year could possibly be in excess of 40 or 50 hours. That's just like having an extra week of vacation each year.

Hint: If you wrap a colorful blanket around yourself, wear sandals, and possibly wrap a towel around your head, it will enhance your "foreign" appearance.

Body Shop

(Or Other Auto Repair)

So your wife put a little dent in your door when she hit a shopping cart in the supermarket parking lot? No big deal. Not until the body shop manager or owner tells you, "It'll cost \$700 bucks. We have to take out the inside of the door and knock the dent from the inside. Metal work and paint will take about 2 1/2 days!" You are going to be busing it or riding a moped for 3 days!

Try this. Ask if you can use *his* car until they get yours done. He probably will say insurance does not allow it or give you some other excuse. You say, "I already have an estimate from a competitor of yours. His estimate was \$705, but he said I could use his car." He will usually say, "OK, bring it in Tuesday and use my car."

Tuesday, when you bring your wheels in and take his, mention that if he gets done sooner to call you. Ride around the block a few times, wash your mouth out with some cheap wine and then return to the shop. Say, "I forgot something in my car." Open the trunk and take out a bottle of rot-gut wine and slightly stagger back to your loaner. When the owner sees that he has just let an apparent drunk borrow his shiny new car, he will have everybody in the shop working on your car so he can get

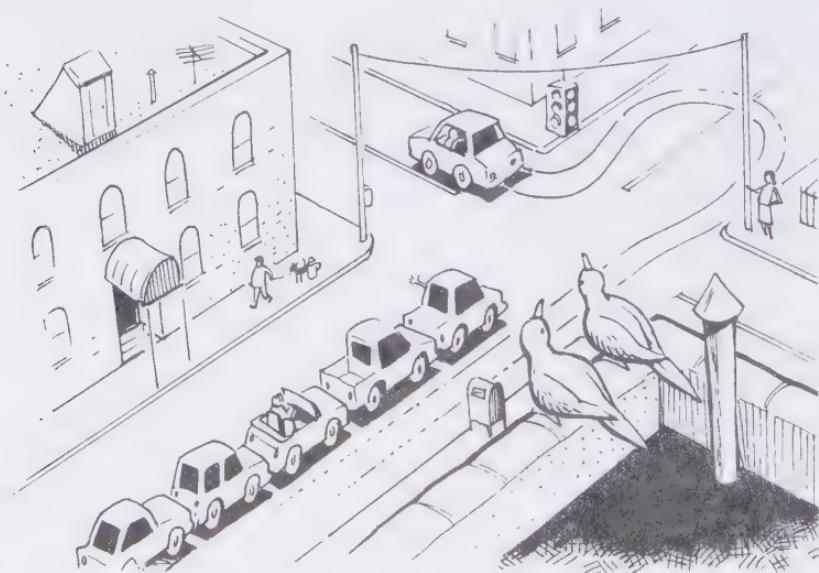
you from behind the wheel of his car. Expect a call by noon telling you your car is ready!

Savings can be a day or two a year depending on how often your car is in the shop.

Driving

Left Turn/Right Turn

You approach a busy intersection with the intention of making a left turn. There are 15 cars ahead of you, and each cycle of the light allows only 2 cars to turn. But the traffic in the straight-through lane is zipping right along. Your options appear limited and you prepare for a 7- to 10-minute wait.



Try this: Go straight through the intersection and make a U-turn or turn around in a driveway or gas station; come back to the intersection and turn *right*. You are now going the direction you wanted without the delay.

If this intersection is on your regular route and you do this maneuver each day, you could save more than 30 hours a year!

Never Put off 'Til Tomorrow . . .

I'm sure you have heard the old saying, "Never put off 'til tomorrow what you can do today." When you are trying to maximize the time that J.C. gave you, this is probably one of the most important sayings you should chisel into your brain!

I'm going to recount an actual story that made me realize how important each day is. I operate a real estate company on Main Street in a busy city. Directly across the street was a business called "Van's Antiques." Van and I were about the same age and we had a lot in common (good-looking ladies, alcohol, etc.) And Van lived in an apartment behind his shop.

Frequently, as I was coming in to my office in early mornings, Van would be on a bench in front of his shop having his morning coffee. We would talk for awhile and one Thursday morning, Van said he saw me leaving my office every Friday morning in my truck camper, with my dirt bike on the bumper and my lovely wife in the passenger seat. He confided that he envied me being able to get away every weekend and he said that, although he traveled all over the world collecting antiques, it was not fun. It was antique shows, cab rides, motels, and the next day, motels, cab rides, antique shows. There was never any time for pleasure. After our conversation, Van said that he was

going to pattern his life after mine and start taking time off for pleasure on a regular basis, starting *next week!*

I left the next day for a 4-day weekend trip to the Pocono Mountains in Pennsylvania. I returned on the following Tuesday and about 10 A.M. my mailman, who also delivered to Van, came in. He said, "Did you hear about Van?"

Thinking Van had probably found some rare painting or artifact, I replied, "No, what did he find?" The mailman said, "They buried him this morning."

It seems that Van had developed a brain aneurysm, and after I left for my weekend jaunt, the aneurysm burst. He never even made it to the hospital. He had never gotten the chance to implement his plan to enjoy life. He had worked, worked, worked, worked, and died.

That's not how it's supposed to be and it should never happen to you. It certainly never will happen to me. I work hard, but I play hard, also. I give the same priority to both. I actually plan my vacation and leisure trips a whole year in advance. It's a written schedule, accommodations are made and paid for and *nothing* interferes with the plans.

Due to the type of business I'm in, I've had clients with substantial cash walk in my office to purchase large offerings such as restaurants, motels, or golf courses—as I was just leaving. Did I stay and make these deals and pocket big commissions? Nope, I gave them to one of my associates and headed out the door. This has happened many times and sometimes my associate screwed up the deal and we lost the big-buck commission. Did I regret not changing my vacation plans? Nope, again!

Once you start canceling vacations for business, you will get in the habit and probably never have another vacation. I once (and this is the God's honest truth), left for a trip with my only daughter in her house, surrounded by the SWAT team. A sniper had run into her back yard and the cops had the place surrounded. My wife was hesitant and said we should stay until the crisis was resolved. I told her that normally we would be leaving our daughter *alone* with her child at her house. That day, she had

the added protection of 35 officers with high-powered rifles. I did, however, call my daughter and tell her to lay on the floor and keep the lights off. I contacted a friend that was a cop and requested that he call when the sniper was captured (he was, a couple of hours later).

The moral of these stories is . . . do it now, don't be like Van.



Elevators

If you live in Gotham City, you will probably get to ride a lot of elevators. Most are automatic and have a mind of their own, but there are a few little tips that will save you a minute or two.

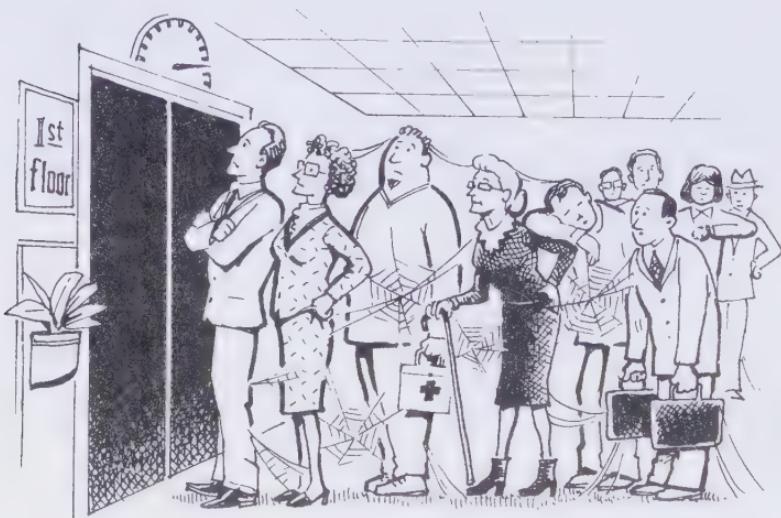
If there is a crowd at the entrance, don't stand in the back. Stand up near the front on either side and sidestep in as the other people are getting off.

Ignore old people who are waiting. They have no place to go in a hurry and their time is of no value. You actually do them a favor making them wait for the next car, because it will give them something to do. Push past them as the door opens and get right in or out of the car. Pretend you don't even see them.

If you are going from one floor to another (such as in delivery to several floors in a building), fold up a newspaper and wedge it between the black rubber edge of the open door and the wall. This will cause the elevator to remain on this floor until you return. If you do not have a paper handy, you can use an ash tray, book, beer bottle, or anything else to keep the door from closing fully.

If you are going to the 12th floor of an 18-story building and you are only going to be there five minutes, try this: You know that if this elevator goes back down to the first floor, there

will be a crowd waiting and it will take some time to get back to 12. Before you get off, press all the upper buttons, get off and as the door closes, press the down button. By the time the elevator stops at the next six floors and starts down, you will be ready for your down ride.



Depending on where you live and/or work, these elevator tricks can save you much time.

Arenas, Stadiums, Concerts

If you have gone to a basketball, hockey, or football game, you have encountered long lines, first to buy your ticket and then to go through the turnstile. Here is a little trick I have used many times. It not only eliminates the lines, but it eliminates the expense of buying a ticket.



It takes two to pull it off best and I usually use my son. I take my pager off my belt and talk into it as though it was a two-way radio. By pressing the on/off switch, static is heard by those nearby. I grab my son by the arm in regular police style and proceed directly to the front of the turnstile line. As I reach the ticket taker, I say into the pager, "I got the kid, Sarge, and I'm coming in through the west gate now. I'll meet you in the security office."

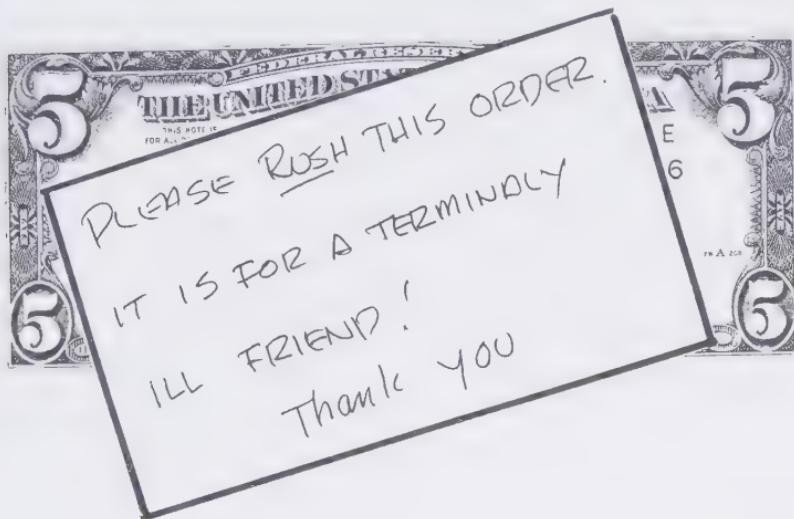
You don't say anything to the ticket taker. You just walk right through while you are "talking" into your pager. I've never had a problem doing this and we have gained access to everything from auto shows and circuses to wrestling matches.

If you don't have a pager, take your remote phone receiver with the antenna from home or use the receiver of your cellular car phone.

Allow 6-8 Weeks for Delivery

How many commercials or ads in periodicals have this famous saying in small print? Thousands. Do you really think it takes 8 weeks to open your envelope? Of course not! Whenever I purchase something through the mail, I include a little heart-warming note to the chick who rips open the envelopes.

Attached to that note is a \$5 bill. I have never had an order



take longer than a few days. Most chicks who rip open envelopes do this job because they are desperate for cash. When they see your little contribution to their grocery (or beer, or dope) bill, they will spring into action. The drawback is, this procedure is good only for mail-order deals. I have never found a way to grease the palm of the order-taker over the phone or on the Internet.

I also use this technique when ordering items that say, "Due to this close-out price, we must pick the color and style." I put a note in asking for "the yellow thong" and I include the usual 5 bucks gratitude. I have never been disappointed.

My mother worked in film processing at Eastman-Kodak in 1930. In those days, all film developing was done right at Kodak and people mailed their exposed film in for processing. The smart ones included a nickel or dime to expedite. (The nickel or dime was *big* money in 1930. A 3-bedroom house at that time was about \$2,000.) My mother said that those who included the change got their pix back in record time. It still works today!

Speeding Up Contractors

Many tradesmen will bid a job and start it, then stop and start another. This is done so that they can secure both jobs. After all, if they told you they couldn't start your job for three weeks, you probably would use someone else. Most people ask the house painter, "When can you start?" He will tell you, "Tomorrow," get a deposit check and first thing tomorrow, he and his crew will be scraping and priming the front of your house. The next day, they disappear. You call and they say they had to finish another job, but will be back in two days.

Here is the trick. When you get a bid of \$4,000 to paint your shack, take the contractor's card and write on the back "\$3,500, job to be complete by 1-26." Tell the next contractor his competitor can do it by the 26th for \$3,500, but you didn't take that deal because you want it finished by the 23rd! This guy will tell you, "No problem, I can start in one hour and finish by the 23rd." Have him put it in writing and add "\$150/day penalty for every day past 23rd." You will save \$500 bucks and get your job done immediately.

Cyber Savers

Forty years ago, any computer capable of complicated functions was about the size of a small house. At the same time, the daily papers featured a comic strip detective called "Dick Tracy," who frequently talked into his wristwatch, which was actually a two-way radio. Today, computers are the size of a wristwatch and they actually can do more than that big, house-sized computer of 40 years ago. I believe that in the near future, computers will be implanted under your skin and wired directly to your brain.

Computers can do wonders in time-saving today and they will only get better in the future. Anything that can be accomplished using the computer is a time-saver and these gadgets should become part of your daily life. Although I am about the equivalent of a kindergartener in computer usage, I rely on the computer daily to ease my tasks, especially repetitive ones, such as paying monthly bills.

There's almost no end to the goods that can be purchased online rather than in person. You can book airline tickets and hotel rooms, rent cars, go house-hunting and purchase anything from groceries to a new wardrobe and a dresser to put it in.

I believe there is a dot.com for just about everything. My

Web site promoting nude vacations gets thousands of hits daily, and I believe that only a very tiny percentage of the humans floating around this earth can possibly be interested in a nude vacation.

There is a Web site for nearly every possible product, trip, or interest. If you find a subject that does not have an outlet on the Web, you should create one!

Bring It to Me

One of my jobs is being a landlord. That means I have to deal with tenants. Many of these morons call me and say, "I have your rent—come and pick it up." Most landlords will rush over



to get it before the tenant converts it into booze or dope. This can mean many useless and time-consuming trips to areas that are not safe. Plus, there is a good chance the tenant will tell his paroled brother-in-law that the fat bald guy (me) coming out of his apartment will be carrying a large amount of cash.

To save lots of trips (1 hour x 12 months a year = 12 wasted hours) and avoid physical injury or death, tell the scum tenant, "Bring it in to my office (or mail it to my P.O. Box) and if it's not here by 10 A.M., you will be evicted!" Once you get the tenant trained, you will save considerable time. Multiply this by the number of tenants and this time saved can equal a trip to Bermuda.

Fantasy Island

Remember in the beginning of the book, I stressed that there are only so many hours of life allotted to each person? How many times have you fantasized about going to bed with several ladies simultaneously? Or how about taking a trip to some exotic location or some other attraction that most people dream about? Sit down right now and plan your fantasy. If it



involves other people, write their names down. If it involves travel or reservations, call and get the prices. Make up a plan, including dates. You will be surprised at the actual cost for fulfilling your fantasy.

Once you have written the plan, act on it right away. (Remember Van!) If the other people in your plan are unavailable (or chicken), substitute someone else, but do the deal!

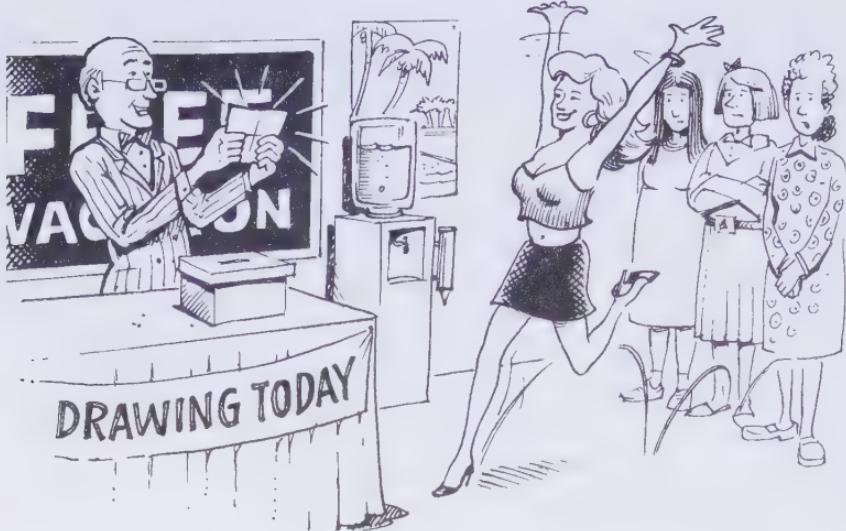
When I was single and working as a designer in a major corporation, many new young ladies were hired. I fantasized about taking one of the lovelies on vacation with me. I made a plan. I obtained a cardboard box about half the size of a shoebox and cut a slot in the top. I made up a sign that said, "Free vacation to Daytona Beach, Florida!" (Ladies, Only). Hundreds of girls put their name in the box. Some were not quite what my fantasy idea indicated, but some were ravishing beauties!

I did this every year for about 3 or 4 years and each year, I took a beautiful, young lady with me to Daytona. Was there collusion? How could I end up with the office queen each year? The drawing from this tightly sealed box was done by the vice president of the company, in the cafeteria, during the crowded lunch time with great fanfare. That would appear to eliminate any fix. But, wait—the name of the company was Xerox!

The night before the drawing, I carefully cut a hole in the bottom of the box and took out *all* the names. I searched through these names until I found Denise Sequain, a girl who recently joined the company as a French interpreter (and was obviously French). I copied her name on the Xerox copier 200 times, carefully folded them up, placed them back in the box and resealed the bottom. The rest I discarded. Obviously this was not for the Academy Awards and there was no security.

The next day, when this lovely girl from La Belle Province, Quebec, was picked *randomly* from my little box, I acted surprised! I used this same procedure every year to ensure that my fantasy was fulfilled.

To this day, unless they've bought this book, these ladies probably think that winning the Florida trip was strictly luck and



that their 38 double D's, long legs, and blond hair had nothing to do with it! Go to it, life is short. Fulfill your fantasies at all cost. You will be glad you did.

Some of my fulfilled fantasies: I was a judge at the Miss Nude World contest (and got *paid* to do this hard task!). I was the chauffeur for Mr. "Great Balls of Fire" himself. I drove at Daytona International Speedway and other famous tracks. I was paid to write a Super Bowl story and attended the game. I was a caddy at the U.S. Open and lived many other fantasies that the average man only dreams about. Go to it!

A Penny Saved . . .

I'm sure you have heard the old saying, "A penny saved is a penny earned." Bull crap! If you buy an item that costs \$5.99 and give the clerk \$6, turn and walk away, because if you wait 30 seconds for your penny, you have put a value on your time at \$1.20/hr (\$.02/min x 60/min). You can be arrested for this because you are working for less than minimum wage!



When I was a kid, about 4 or 5 years old, my mother had a picnic for the family in our back yard. My uncles and aunts came and the gang was back and forth from the side door of the house to the rear yard all day. On one of my trips along this route, I noticed a penny lying in the driveway. I bent down to retrieve this valuable coin and whammo! My Uncle Walt came along behind me and kicked me in the butt, sending me flying! This left a great impression on me (other than the foot imprint on my rear), and today, 50 years later, I can still hear his words: “Don’t ever let it be said that a Kane bent over to pick up less than a buck!”

At the time, I probably did not fully understand the meaning of Uncle Walt’s actions, but if you think about this, you’ll realize that you shouldn’t waste time on the little deals. Go for the big ones. It does not take any more time to write an offer on a \$200,000 house than it does to write an offer on a \$75,000 house. (Remember, I’m a Realtor!)

I actually believe that pennies should be tossed away and not saved. If you put the penny in the fish bowl or drawer of your dresser, you are again working for \$1.20/hr and you will have to sort and wrap these at a later date. More time wasted. Stick to the big stuff.

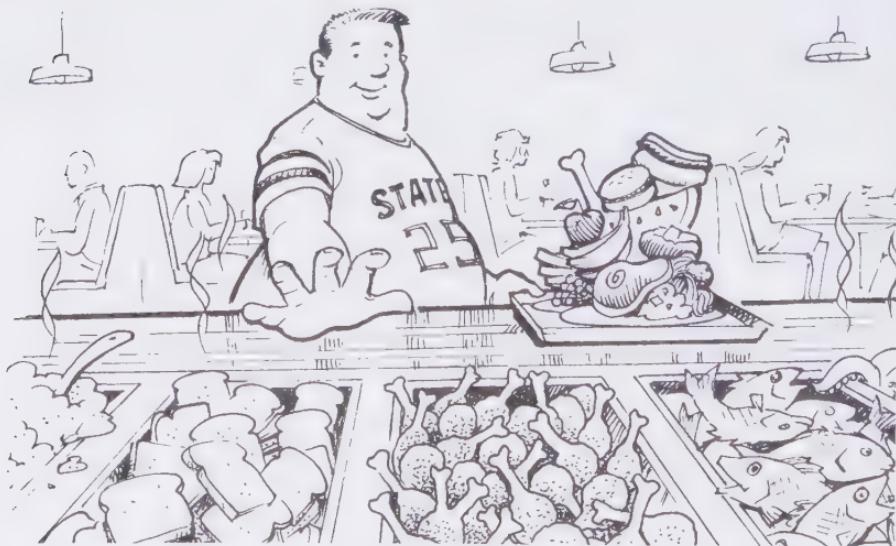
Appliance Delivery

Most appliance stores offer delivery the next day. Keep in mind that the next day is good, but do you want to wait at home from 8 A.M. to 5 P.M.? Do the same as when buying a car. Tell them up front that you are a busy person and trying to maximize your time on earth (it's OK to mention this book). You want your purchase delivered and installed *first thing* tomorrow and if they can't do that, there is another appliance store down the street. Tell them if it's not there by 9 A.M., the deal is dead.

Someone is always the first one they deliver to—it might as well be you. Also, I make it a point to have it C.O.D. This gives them greater incentive to do yours first.

The Buffet

Yum! Yum! I believe the person who invented the buffet should receive an award! I love buffets for one reason: They're fast! In addition to this, they are usually less expensive. You get what you want, the correct portion, and you do not have to wait for the waitress to take your order, bring your grub, and, half an hour later, reappear with your check.



I know where every buffet is in the city where I live. I know every buffet on the routes to my various vacation spots and at my locales that I frequent for recreation. You're in and out in less time than it takes to order and have it cooked in a regular sit-down joint and since you wait on yourself, you leave no tip. Life is short—don't waste it in a regular restaurant. The buffet saves lots of time and money!

The Telephone

“Andy Kane.” That’s how I answer my office phone. Short, simple, and time-saving. I answer with my name because many other people answer this same number. We work on commission and possibly when the customer comes in, he will ask for me and I will make a buck.

When I call Radio Shack, I am greeted with, “Hello, Radio Shack, Marketplace Mall, George Stanuppolious, you got questions, we’ve got answers!” Multiply this greeting by 150 calls per day and you will see that if they just said “Radio Shack,” period, they would need one less employee per store. In addition to this long-winded story, when the clerk repeats it 2,000 times, he tries to do it as fast as he can because it has become tedious. After about a hundred times, it sounds like this: “HelloRadioShackMarketplaceMallstoreGeorgeStanuppolious yougotquestionswegotanswers.” So what some advertising geeks thought would be a good spiel is now actually offensive to the customer’s ear in addition to being unintelligible and wasting thousands of hours nationwide for this company.

You do not need to tell a caller what number he called (he just dialed it), because that wastes time. If he called the wrong number, he will soon be aware of it and hang up! Only one number

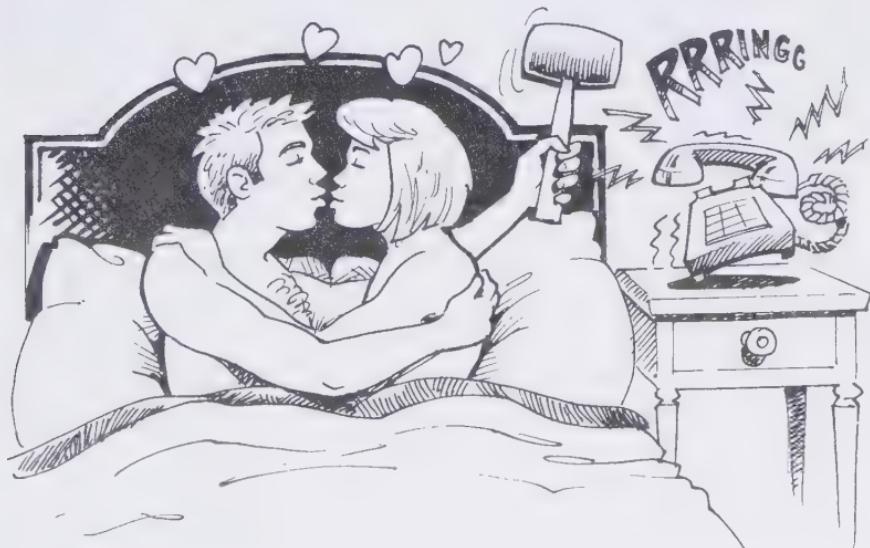
in 4,500 is actually dialed wrong. You don't need to tell the caller your name because he does not care who gave him the price of the stereo that's on sale. You don't need to give every caller the location of your business because only three out of 100 will actually come in. If they don't know where it is, they will ask.

Stupid slogans are just that. Stupid! Remember "KISS." Keep It Simple, Stupid.

OK, that gets us past the greeting and saves thousands of hours of time. Now let's get to the dialog. This should be brief. Time is money . . . time is valuable. Remember, there are only so many hours in a lifetime.

Friends: If you like gabbing and gossiping with friends, you may enjoy talking for awhile. If that gives you pleasure, go to it.

Solicitors: If you don't want to change long-distance service from ABC to XYZ company, hang up! It's not impolite to brush off idiots rude enough to call you at home just when you are about to eat your porridge or have a sexual encounter with your mate.



Since I am listed in several reference books, such as *Who's Who* and *5,000 Personalities of the World*, I get many calls offering me a ground-floor opportunity to invest in the latest stock offering. I simply ask them for their number and tell them that if I ever decide to invest my hard-earned fortune with a stranger over the phone, I will call them.

Business calls: Most business calls are expected. Say you have an ad in the classifieds for a rare deal. Keep all the information near the phone so you can respond immediately. The phone is going to be used to make an appointment for the customer to see the offering. The product or items probably cannot be purchased over the phone. A car, boat, or house must be seen 999 times out of a thousand. If the morons begin asking questions about ridiculous things such as, "What color is the carpet? Are the rooms big? Is it nice?" . . . shut them down with, "I will be showing it at noon, tomorrow." They can't buy or rent it over the phone, so don't waste time.

Cell phones: Fifteen years ago, a cell phone was a status symbol (I had one!). Today, almost all of my slum tenants—most of whom are welfare recipients—have one! It's hard to find someone who does not have one against his ear or sticking out of his pocket.

I personally have always used a phone mounted permanently in my vehicle with the antenna on the outside, as far from my head as I can get it. I'm not a scientist, but if that little phone up against my head is powerful enough to send a signal to a distant tower, I most certainly don't want it 1 1/2 inches from my brain. I think it probably would be the equivalent of putting my head in my microwave oven to dry my hair! Think about it. This book is designed to give you more time to enjoy the finer things in life, not shorten it.

I would keep all phone conversations to a minimum, including, and especially, cell phones. Cell phone calling in vehicles is also dangerous and can get you or someone else killed. Pull over.

Answering machines and voice mail: These are great time-savers. Be sure your machine has a *brief* message, not "You have reached 555-5555. Please leave a detailed message including what day and time you called, who you want to speak with, what it is about, and your phone number and best time to return your call. Begin speaking at the beep and you have up to 7 seconds to leave your message." Does this sound idiotic? One of my ex-associates really had this on his answering machine (notice the "ex" before associates!). Use a simple, fast message like, "Leave your name and number." That's it. That's enough. I recently got a cute one when I called someone. It just said, "You know the drill."

If you can possibly answer the caller's question in advance, change the tape to do that. If I have an apartment for rent and I know most calls will be for that unit, I make a tape that says, "Sherman Street will be shown at noon daily until rented. Anything else, leave your name and number." Make your answering machine work for you. It can save many hours annually by not requesting you to call back.

Your phone number: So that you do not miss important calls, be sure your phone number is listed on your stationary and business cards. Do not use unlisted numbers because you may miss a call that could change your life, like a deal you want or a chick (or guy) of your dreams. It's a lot better to hang up on an unwanted call than it is to miss an important one. Correct use of the phone can add years of time to your short life.

Sleep

You remember in the beginning of the book I said in your lifetime, you will *probably* sleep about 200,000 hours. This is *not* a requirement for a long and interesting life. About the only time in life that it is impossible to learn, feel, or enjoy an event is while you are catching 40 winks.

I knew a guy once who let his kids stay up as late as they wanted each night. His theory was that if they were sleeping, they learned nothing. If they stayed up too late one night and fell asleep on the school bus the next, they would learn not to stay up so late next time! It sure avoided a lot of, “Go to bed!”/“No, I don’t want to!” ordeals.

Adjust your sleep habits to gradually decrease sack time each night. When you find yourself driving in ditches, you have gone too far. Back off a little until you find out what you really need each night.

Years ago, I owned and drove race cars. It required lots of work to get them ready, tow them to some distant track, and drive in a race. I found a way to catch a little sleep in unusual ways. A two- or three-minute nap usually refreshed me for a short period. While I was sitting in my race car on the track, listening to someone sing “The Star Spangled Banner,” I would

catch some shut-eye. When they announced, "Gentlemen, start your engines," I would hear the engine and turn my key. Once in awhile, I continued to sleep through the engine-starting ritual and the nice driver in the race car behind me would wake me up with a nudge to my back bumper. These little cat naps were a great help.

If you commute, try a nap on the train or bus. Establish some method to wake up at your destination (fellow passengers, alarm wrist watch, etc.) or you may end up back home.

I have met people who take a regular nap each day at the office. I have met many who claim that they only need about three hours per night to keep alert. Everyone has their own requirements and you should find yours right away so you can maximize your time. If you discover that you can eliminate one hour per night from your pillow time, that is 365 hours per year that you can put to productive use. That's more than nine extra 40-hour vacation weeks just by cutting out one hour of sack time per night. You may also consider varying the start and stop time of your slumber. Find out when you are most productive, night or early morning. This way you will get the full benefit of your waking hours.

I personally find that early morning is most productive for me. Traffic is lighter, my phone does not ring, and I'm more alert. Thus, my efficiency is best at 6 A.M. I would easily say I get two hours of productivity out of each early morning hour. Play with your sleep clock and see what is best for you.

Shortest Distance Between Two Points

Here is another old saying that has a lot of merit: "The shortest distance between two points is a straight line."

Let's say you are going to be at Paradise Lake Resort for a month. You are staying in a second floor condo about 200 feet from the pool. At each end of the condo building are stairways. Both routes to the pool appear equidistant. Try both routes and count the steps. With this simple maneuver I discovered that the east stairway saved me 12 steps over the west. Since I was going to stay 30 days and make two round trips daily to the pool, that would amount to a savings of 1,440 steps! If you walk at a normal pace, this will give you time at the pool that you otherwise would not have. This theory can be applied to any task or trip that you will make more than once.

I travel a lot by motor vehicle and I obtain a "trip tick" (strip map) from the auto club before most ventures. I also obtain a road map and make comparisons using an adding machine to calculate the mileage on an alternate route. Many times I am able to improve my mileage and time spent by a great deal. Sometimes 50-100 miles is saved on long trips because I do not just stay on interstates as most auto clubs direct you. Ten min-

utes spent planning your route may reward you with great time and mileage advantages.

Give it a try next time you are going to hit the road. Even local routes that are traveled frequently deserve your scouting.

Health Clubs

Why they call them health clubs is beyond me! Would you think it's healthy to be confined in a room with 100 sweating, wheezing, coughing, fat slobs? Would you like to use a hot tub just after the local pimp or prostitute vacated it? Would you like to walk barefoot across a shower floor after a guy with athlete's foot just walked across it? I think not and, besides that, you are paying dearly for this privilege.

Think of the driving time to get there, gas, wear and tear on your car, inclement weather, and time wasted walking from the parking lot to the health club. Once you're inside, you can wait for a half hour just to use one of the more popular machines.

All this can be eliminated by buying a home gym. Put it in your basement, garage, or den and hit the pedals whenever you can. Place the equipment where you can see the TV or computer monitor and you can pump away and review the latest stock prices or read your e-mail. You will save lots of time and money and avoid the germs and diseases associated with "health" clubs.

The Job

Do you like your job at the mill? Is there enough flexibility and money to pursue your dreams or fantasies? If not, quit tomorrow.

I have a lot of experience at quitting jobs. I once even wrote a book called *Jobs That Suck and Some That Don't*. There are plenty of things you can do that will provide enough cash to put grub on the table and gas in the pickup and still give you freedom to enjoy life to the fullest. I presently operate four businesses: Andy Kane Realty Corp. (a real estate business), Allstate Rentals (an apartment and home rental agency), Hacienda Holding Corp. (a management company), and Nude Vacations USA (a travel advisory company). I also write a book or two in my spare time. I do this with a basic high school education (Edison Tech, class of '54!).

If you have the smarts to read this book, you certainly have the smarts to run your own show and create free time to enjoy the balance of your time on earth! By careful planning, I keep all these balls in the air and have time to winter in Florida, summer on the Jersey Shore, and spend time at other resorts and attractions that my beautiful wife and I enjoy. No 8-to-5 job in industry is worth sacrificing your life for.

In the past, many people were loyal to the big giants of industry. I worked with old geezers who had never missed a day of work in 25 years! In those days, General Motors, Kodak, IBM, and Xerox rewarded loyalty by offering employment from cradle to grave. Many sons and daughters followed in their parents' footsteps.

Today, those corporate giants don't give a rat's ass if you have perfect attendance for 20 years. They look at the bottom line—the stockholder always wins. They will draw a line through your name without any hesitation and you will be rewarded for your devotion by getting a free pass to the unemployment line.

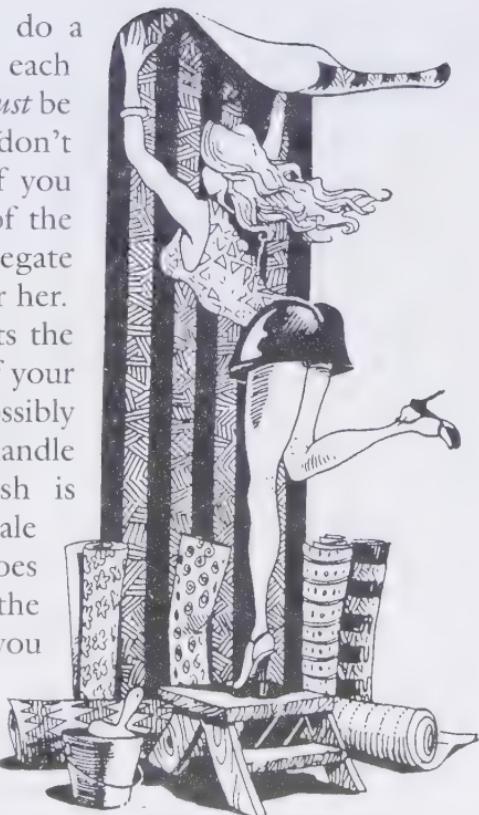
Find something you *like* to do, something that allows free time and go do it. It will improve your life and your health, which will undoubtedly also extend your life.

Some hints: Do you have a hobby that could provide income? Are you handy with tools? If you like cutting your lawn, why not cut 200 lawns per week?! Have some skills at the stock market? Try day trading, but don't bet the farm! My hobby was real estate when I worked in engineering. Now the tail wags the dog!

Spouse/Mate

You will be required to do a certain amount of things each year. These are things that *must* be done to survive . . . but they don't have to be done by you. If you have some sort of partner of the same or opposite sex, delegate some of these tasks to him or her.

Every time your wife cuts the lawn, you free up 2 hours of your time. That can amount to possibly a hundred hours a year! A handle on a paint roller or brush is designed to fit a male or female hand. A roll of wallpaper does not care who sticks it to the wall—it will look the same if you do it or your partner does. Taking the car in for a wash, grease and oil change, or repair can be done by your better half with ease.



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Make a little list of jobs you can delegate and estimate how much time you can bank for doing pleasant things. You will be amazed at what you can delegate to the lovely wife. You may also offer to do something in return for her, like picking up a few things at the grocery store as you stop to replenish your alcohol supply.

Volunteers

A guy I once worked with said, “Volunteers know exactly what their time is worth.” Obviously, he meant “Nothing!” Your time is worth more since you are trying to get the maximum out of your remaining days.

Never volunteer for anything unless you can see some direct benefit that will be much greater than the time you must spend as a volunteer. An example of that would be cleaning up the roadside for 20 hours instead of spending a week in the slammer.

What would happen if there were no volunteer firemen? Do you think the local government would just sit by and watch the town burn down? Hardly. They would just hire firemen and raise the taxes. I can think of no organization that would disappear if volunteers all quit. They would just continue to operate with paid people. Never volunteer for anything. Your time is too valuable.

Toll Booths/ Gas Pumps

Thank God (or Bill Gates) for the cyber age!

Major gas companies in some areas offer a transponder (such as Mobil Oil's Speed Pass) you can stick on your car window. When you pull up, it automatically activates the pump, and after you fill up it charges your purchase to your credit card. You just drive up, gas up, and drive away.



In the very near future, I think there will be pumps that reach out, unscrew the gas cap, insert the hose, and pump. I would assume that after this feature becomes common, there will be another arm on this pump that will reach in the window and refill your coffee cup while you are getting your tank topped off.

Most thruways, bridge authorities, and other toll roads also offer a transponder that sticks on your windshield for passing through toll booths without stopping and fishing for tokens or change.

These amazing uses of transponders can save many hours annually depending on how much you drive. They are available without charge, so if you don't already use one of these devices, get one today! They also reduce your contact with toll collectors, and that should be good for your disposition.

Loan Applications

Unless you are in the habit of using loan sharks when you need a few bucks, you will have to fill out an application or two over the year. Buying a house, car, or swimming pool usually requires an application stating all your worldly possessions, including all your debts. Since these forms are all basically the same, get one next time you are in the bank. Fill it out and make several copies, and when you apply for a loan of any type, give them a copy instead of wasting an hour or two filling out their form.

Hint: Before you fill out the application, obtain a copy of your credit report. See what debts are listed on that report and then list *only* those debts. Many of your debts may be to companies that do not report their accounts to the credit bureaus. By leaving these debts off your application, you may get a lower interest rate or even an approval that may have been a rejection, otherwise.

Time Stealers

They don't sneak in at night to grab handfuls of your minutes or hours; they come for it in broad daylight. Friends, relatives, and co-workers that place no value on their time will come in to see you and gab about whatever is important to them (new baby, latest major accomplishment of their 5-year-old, latest pictures of their kids, vacation, or new house). Those who don't drop in will call and chat on and on. Since they place no value on their time, they assume that your time has the same value.

Spend only so many minutes talking (unless you feel it productive on your part) to these friends. You can't just say, "Get the hell out of here" or hang up the phone, so be firm, but polite.

If your office is easily accessible and people can just walk in, keep something important on your desk. After you have given the visitor his allotted time, mention that you have to finish "this" (point to the tax return or other impressive document on your desk) by 3 P.M. If the time stealer has called you on the phone and the call is dragging on, hit the star button and say you just got beeped on call waiting and have to go.

Important things to others may not be important to you, but you must use care in rejecting their offer to see the "pictures." You have probably heard the old saying, "A picture is worth a

thousand words.” I think most say one word: “Crap.” This is especially true of the people who want you to see photos of “the trip.” I have never seen photos of a trip that were worth looking at. A mountain? A bunch of people at a table on a ship? An aerial view of a lake? How do you get out of this chore and waste of time? I have developed several ways. When I am asked to look at the photo, I say, “I can’t see anything without my glasses!” or “I’m late for an appointment,” or as a last resort, “I have to go to the bathroom!”

Avoid the time wasters. This will give you many hours of usable time that you can apply to doing what you want to do. Life is short: don’t waste it looking at stupid photos or talking to someone about their problems.

Bars/Nightclubs

Now, here is an interesting subject that hits the heart of most guys. It is also a subject that I am most qualified to discuss. I once wrote a book called *Saloon Survival* and the research consumed thousands of hours of my time. Unless you have great fun, make many business or social contacts (such as picking up chicks), or are a sports nut, most time spent in bars will be wasted time. I



spend time in some of these gin mills because all of the above apply to me plus, as a real estate broker, I sell these businesses.

Time spent in these places is detrimental to your health (sclerosis of the liver, lung disease from breathing second-hand smoke, etc.), so unless you are doing business, picking up chicks or guys, or watching some jocks fighting it out on the big screen TV, these saloons eat up your productive time.

How can you spot a time-waster joint from a good-time joint? Noise, number one. If you walk in and 6 guys are at the bar studying their draft beers or staring at a TV without sound and there is no noise in the joint, turn quickly and head for the door. Noise means fun. If you don't hear noise, get going and do something productive with your precious time.

Although I've given up drinking, I am not a crusader against it. Each person has to evaluate what he wants to do with his extra time. Do you want to spend the hours that you accumulate by seeing everything clearly, or don't you mind if some things are a bit fuzzy? If you do drink, I would suggest that you use caution behind the wheel. If you save many days and months through the techniques in this book, I don't believe the judge will let you apply the hours you have in reserve against your 1- to 5-year sentence for drunk driving. Be cool behind the wheel!

A tip on tipping: Most people leave the bartender a tip as they leave. I believe this is counterproductive. All the time you are in the joint, the bartender has no idea if you are going to leave a small tip, a big tip, or any tip at all. His service will be adequate, but may not be fast or great. My system is to give him a generous tip *right away!* That way, you get his loyalty and fast service right from the get-go.

Reservations

Do you frequent the same motel or resort over the summer? The reason you go through the registration task (car make, model, license number, name, and address) every time is because if you steal a towel, they can get the FBI to track you down! Did you notice that the 4x5 cards are all the same, no matter what motel you go to? Next time, get an extra card, fill it in and make 20 copies. Just hand it in next time and you save time.

If you're planning to be at the same motel or resort more than once, make reservations for all your visits at the same time. You will save on long-distance phone calls and possibly on the rate. Try to get a deal on the price by paying for all visits at once. This may not work at a big chain motel, but it certainly will work at the mom and pop motels.

The Yearly Prodding

The eye doctor says to get your eyes checked twice a year. The dentist says to have an annual check of the choppers. The proctologist says to have your prostate checked every year. The dermatologist says you need a check-up for skin cancer. The radiologist says a mammogram is necessary each year. Your family doctor says you need a complete physical every 12 months. Does this leave time for anything else?

Some of the doctors seem to create their schedules just to be sure you visit them with your wallet. But while many regularly scheduled nuisances—such as paying your mortgage or other bills—can be taken care of by direct withdrawal from your bank account to save time, I feel annual physicals are time well spent. Why? Because this doctor has a trained eye and will spot problems and recommend any additional care you need. Cancer, diabetes, and heart disease are all easily spotted by lab work and when caught early, are treatable.

I had an ex-employee who continually bragged that he had not seen a doctor since his discharge physical from the service! I would consider that equivalent to bragging about how stupid you are! Early one morning, I had a call at my residence. This employee had suffered a heart attack and was in surgery for mul-

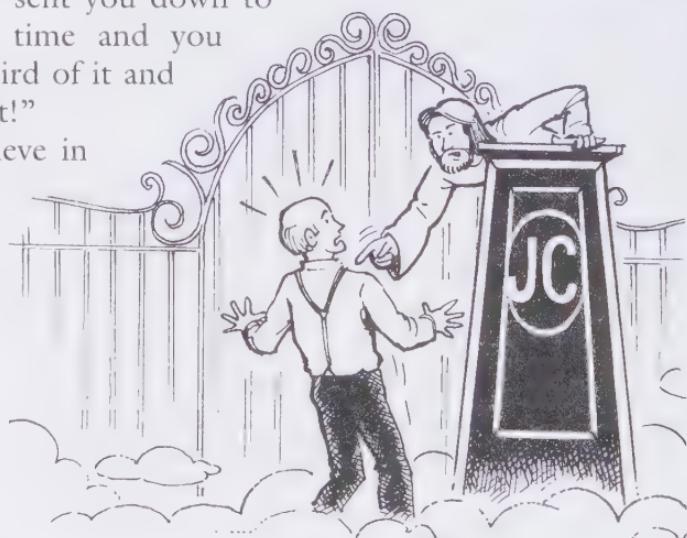
triple bypasses! Maybe if he'd had a physical or two, they would have discovered the bad heart and treated it sooner.

All the information in this book will be wasted if you are not around to use the time. Keep your body in A-1 shape. (I don't mean trying to match the height/weight charts issued by insurance companies. I think those charts just create ulcers! They are ridiculous! I compared my weight to the charts and my weight is OK, but I find that I am about 18 inches too short!) By keeping your body in A-1 shape, I mean free of defects that can be caught and corrected, or avoided by proper diet and habits. You can't leave your extra time to someone in your will. Only you can use it.

Almost the End

Although some of the preceding may appear to be humorous and the sketches funny, the subject is serious. I write with some humor injected to keep the reader's attention, but the subject of the remaining time left on earth should be of concern to every living being. I can just see the Lord meeting you at the pearly gates and saying, "What the hell were you doing down there? I sent you down to have a good time and you only used a third of it and wasted the rest!"

If you believe in the almighty, enjoy every minute of the little time that he has allotted you.



~~The End~~

The Beginning

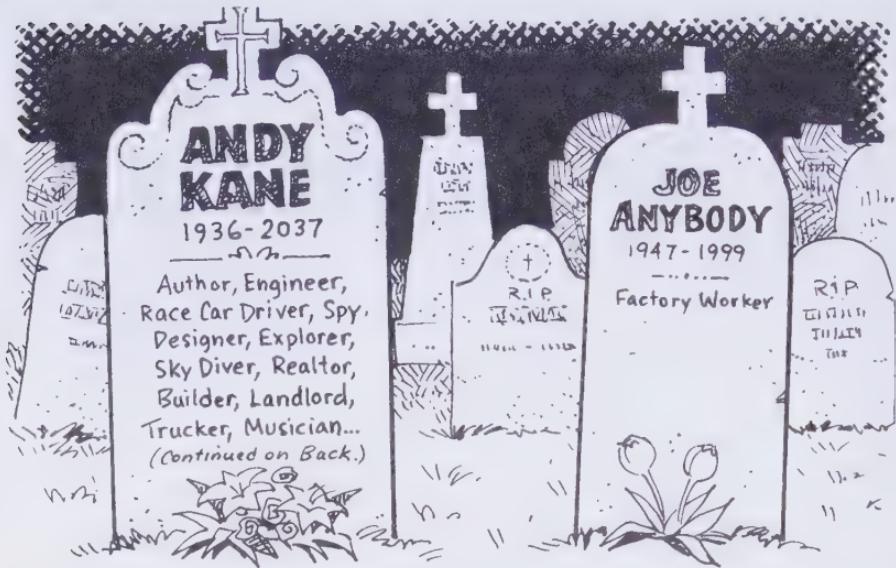
The information you have picked up in the previous pages is not everything you can do to get fast service, earn free time, or enjoy life. You should use this information to build on.

Take your daily life. Write down everything you do from the time you get up and then combine the tasks to save time. Put the toast in while you shave. Count how many strokes it takes to shave. If you use a blade-type razor and it takes 37 strokes to double stroke your mug (that's what mine took!), try switching to a cartridge that has two blades. One is right behind the other, so that each stroke actually is equivalent to two strokes. This will cut your stroking time in half. Turn the news on while you shower. Lay two days of clothes out when you are getting dressed. Each task that is combined with another saves your time and although it probably is only 10 minutes each day, it amounts to about 50 hours per year!

If I were to die tomorrow, heaven forbid, I believe I will have gotten my money's worth out of this life.

I look at some of my acquaintances who have done less and feel sorry for them. They did not get their money's worth.

One friend went to work at a small shop while we were still in high school. He stayed at this shop his entire life! Every year



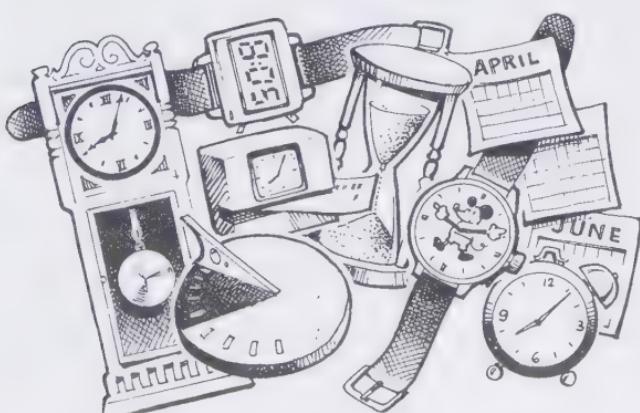
he went to the same spot for his two-week vacation. He still lives in the same house with the same wife. If he wrote a book it would be one page long!

Remember: Life is short. Use it to the max. Plenty of people on their death beds wish they had. This book just touches on the possibilities, now you do the rest.

Note: Why isn't this book longer? My beautiful secretary, Ann Marie, said that if we quit here, we could save time! I guess she picked that up from typing this book!

Still More . . .

About how much time can you save using the techniques in the book? Based upon an Average Joe working and commuting to the job, stopping for a drink or two, taking an annual vacation, visiting a doctor or dentist, having a spouse or some sort of partner, needing treatment at a hospital, having at least 1 1/2 kids (I always wondered what that 1/2 kid looked like!), doing some grocery shopping, getting 12 haircuts a year (yes, bald guys like me do get clipped!), taking a roll or two of photos, having some remodeling done and assorted other tasks, the annual savings of time would exceed *18 weeks per year!*



We used each 40 hours saved as being equivalent to one week. Using 73 years as a life expectancy, multiply your remaining years and obtain your total weeks saved. Use it wisely!

Quickies!

Here are a few more time-savers before we go.

Shoes: Use Velcro straps instead of shoelaces.

Hair: Cut it short. This saves daily grooming time and means longer times between visits to "Rocky's."

Doctor Visits: Pain in your shoulder? Send someone else to the doctor with the complaint. The cure (pills, etc.) will be the same as though you went yourself.

Friends: Carefully select your friends by occupation: plumbers, attorneys, carpet installers, painters, bankers, and other tradesmen. This way, when you need service, they will put you at the top of the list. I believe I have a "friend" in every occupation that I could ever need, including an undertaker!

Family: They say, "You can pick your friends, but you can't pick your family." Everybody has a few crazies in the wood pile. I have quite a few (must be in the genes), so to keep in contact and avoid weekly or monthly visits, I organize a family picnic *once* a year. I tie up one Saturday afternoon every 365 days.

Sex: Skip the foreplay. Get to the nitty-gritty.

Salt/Pepper: Next time you season a steak, keep track of how many times you shake the salt shaker and how many times you shake the pepper shaker. Three times salt, 1 pepper? Mix the salt and pepper together in one shaker and mix it 3/4 salt, 1/4 pepper. You have eliminated one shaker and the time to shake it.

First Names: Get on a first-name basis with anyone you deal with *immediately*, whether it's in person, on the phone, or on the Internet. This will speed up service considerably.

Mate/Girlfriend: If you are married and also have a girlfriend, be sure the girlfriend is the same size as the wife. This way, if the wife expires or vacates, the girlfriend can use her clothes. This will save time you'd spend shopping and cleaning out the closet.

Driving: If you are pulling up to a red light and there are vehicles in both lanes, and one is a Buick Roadmaster and one is a taxi, get behind the taxi. The taxi driver is on the clock; he will take off before the Buick (usually an old geezer car).

Speeding: Speeding saves time, but don't speed in the hammer lane, if possible. Get in the curb lane. Most radar cops concentrate on the hammer lane when looking for speeders.

Suitcase: Do you pack and unpack your suitcase every time you go away? Pack it once and leave it packed. I'm sure you have enough underwear, T-shirts and jeans to leave a couple in the suitcase. Leave a razor, hairbrush, and toothbrush in there, also. This way when you are ready to hit the road, you just grab it and go.

Fast service: Always ask for fast service. Most times, you will receive it. When I took the manuscript of this book in to a copy service to get copies for submission to Paladin, the clerk told me, "Pick it up, tomorrow." I told her, "Look at the title!" I had my copies in less than 10 minutes!

*Life is a banquet, and most
poor suckers are starving to death.*
-Auntie Mame

“Take a number.”

“Wait your turn.”

"Come back next Tuesday."

"I'll get to it when I get to it, pal."

Every day of your life you're faced with a wait for one thing or another—10 minutes here stuck in the left turn lane or 20 minutes there in line at the bank. There's a full waiting room ahead of you at the doctor's office, a crowd of people between you and the next elevator, or a line of cars two miles long as you try to make it home from a sporting event.

When you add up the hours of your life you've wasted *just waiting* (and figure out how much precious time you have left on this earth), it's enough to make you sick.

Luckily, Andy Kane has the cure!

In this hilarious guide to getting what you want and getting it right now, Kane (*Care and Feeding of Tenants, Tenant's Revenge*) gives you his tried-and-true methods for outsmarting the people standing between you and the good life.

Learn how to

- speed up contractors, repairmen, and deliverymen
 - bank time for future use
 - get immediate service in emergency rooms
 - shave valuable time off such everyday errands as trips to the grocery store, barber shop, or pizza place
 - park in the closest spot without being towed

Kane also shares his tricks for dodging people bent on wasting your time, planning your day for top productivity, doubling up chores to create spare time, and delegating to kids, family, friends, and strangers. And to help make the most of all that extra time, he shares his sure-fire method for receiving the best accommodations at resorts (and claiming it on your

Life is short, and those who know how to use their allotted time to advantage will be the ones having the most fun. Read this book and you one of them! *For entertainment purposes only.*

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